



# *Success News*

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## *A Commitment to Service!*

Sevatec's dramatic growth and overwhelming success since its inception in 2003 can be traced directly to the integrity, values, work ethic and commitment to service demonstrated by its leader, Sonny Kakar. "Seva", a Punjabi word meaning "Commitment to Serving Others," is the essence of the company's business model and is the foundation on which relationships are fostered with clients, employees, partners, and the community.

In 2003, Sevatec was incorporated and included 1 employee, Mr. Kakar. Since then, Sevatec has experienced more than 250% annualized growth year after year and 100% repeat business. In their 5th year of business, Sevatec will reach over \$15M in revenue and over 125 employees. As a small business, Sevatec invests heavily in quality, process, human capital development, and innovation.

Sevatec enjoys working with dynamic small organizations that have a passion for innovation, are responsive, and deliver consistent quality results. On most of Sevatec's current projects is partnered with minority owned and small business firms.

Although Sevatec experienced evitable growth it came with significant risks to include project deliver, cash flow, hiring, infrastructure, and timing. While facing these challenges in each of these areas, Mr. Kakar was able to address them in a timely manner. Sevatec is in the process of upgrading the entire infrastructure to include establishment of an Project Management Center of Excellence within the firm, expanding the technical infrastructure and tool integration, corporate-wide investment in training, and disciplined processes to ensure future anticipated aggressive growth and manage and execute projects to customer satisfaction.

As an externally rated CMMI Level 3 organization, Sevatec consistently delivers the highest quality, value-added solutions; while instilling trust and operating with its client's best interests in mind. Specific areas of technologies where Sevatec is making strides in becoming an industry recognized leader are with technologies and solutions associated with Human Capital, Performance Management, Software Technologies, and Identity Management. Each of these areas is an emerging need throughout their primary client base and the federal government.

Sevatec was 8(a) certified in SBA's 8(a) Business Development Program in April, 2004. The 8(a) Business Development Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. SBA has helped thousands of aspiring entrepreneurs over the years to gain a foothold in government contracting. Participation is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage.

Participants can receive sole-source contracts, up to a ceiling of \$3.5 million for goods and services and \$5 million for manufacturing. While SBA helps 8(a) firms build their competitive and institutional know-how, the agency also encourages them to participate in competitive acquisitions. To qualify for program certification, a small business must be owned and controlled by a socially and economically disadvantaged person. Under the Small Business Act, certain presumed groups include African Americans, Hispanic Americans, Asian Pacific Americans, Native Americans and Subcontinent Asian Americans. New rules make it easier for non-minority firms to participate by proving their social disadvantage.

Mr. Kakar is actively involved with promoting community service in the local Washington, D.C. area. He provides voluntary service and charitable contributions to Bread for the City, So Others My Eat (SOME), Red Cross, D.C Central Kitchen, and various other homeless shelters and support organizations. Mr. Kakar is also actively involved with national and international human rights and advocacy groups including the Sikla Research Institute, SALDEF (a human rights legal defense fund), the Sikh Coalition (human rights outreach, communication, and education), Ensaaf (international human rights organization), Kaur Foundation, and Amnesty International. In addition, Mr. Kakar has instilled service to the community as a core value within his company. On a regular basis, Sevatec organizes a community service effort where employees donate their time to a worthy local charity.

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